DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

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Seafarers work in a demanding natural and technical environment as seen here overlooking the foredeck of the chemical tanker "Caroline Essberger". Strong support from shore to ship is vital in their work

Purchasing department is vital to well-being of ship and crew

Responsible for spare parts and consumables, food and beverages and more

The most important people when operating a ship are the captain, chief engineer, chief officer and cook. From shore they are supported by Purchasing Manager Jennifer Schlemeier and Technical Purchasers Elke Münsterberg, Gundula Grzybowski, David Cutshaw, Dirk Kornblum and Torsten Elvers, who are not only responsible for food and beverages but also for the procurement of spare parts and consumables that the ships in our fleet need. Put in a nutshell, the Technical Purchasing department buys all that is needed on the ship and also makes sure everything is delivered on board. Consumables are paint, chemicals, lubricants, cleaning agents, tools, etc. Spare parts include any items needed, for example, to overhaul the main engine, auxiliary diesel engine, compressors, etc. When it comes to having the orders delivered on board, the Technical Purchasing department is supported by two freight forwarders: Marinetrans and SSL Ship Spare Logistic. All orders are either sent to SSL's warehouse in Rotterdam or to one of Marinetrans' warehouses worldwide. The Purchasing department informs the forwarders where they should deliver the goods to. ....

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Essberger Tankers synergy effects

It has been just over six months since Essberger Tankers took over the Danish Crystal Nordic group, and the integration process is well under way. Of the 14 chemical tankers joining our fleet, the first two already bear Essberger names and Essberger funnel colours: the "Gisela Essberger" (ex-Crystal Sky) since the end of March, and the "Annette Essberger" (ex-Crystal Diamond) since the end of June. In September, "Agnes Essberger" (ex-Crystal Topaz) will follow and then "Helga Essberger" (ex-Crystal Amaranto), which has now completed its service in Canada. Essberger Tankers MD Jan Hammer is pleased with the commercial performance of the ships: "Our transaction was well received by the customers. A larger fleet enables more flexibility in the operation of our ships and a better combination of cargo, thus resulting in better utilisation. These highly positive synergy effects combined with the overall better market environment have led to better voyage results. In that respect our expectations of strengthening Essberger Tankers have largely been fulfilled."

To cover the added workload, five new employees joined the Operating and Chartering departments in Essberger Tankers' Ham-

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By acquiring the chemical tanker owner Crystal Nordic at the beginning of the year, our company has made one of the biggest investments in its history. We are sure this decision came at the right time. The economic environment has since then picked up and the synergy effects are noticeable already. Our decision has been well received by the market, and we have managed to tackle the organisational challenges faster and better than expected, in particular relocating the commercial operations from Copenhagen to Hamburg.

Since the majority of the affected members of staff in Copenhagen have found new employment, additional jobs have been created in Hamburg and our "new" and extended team is meanwhile in place. Everyone at Essberger Tankers is in high spirits and aims to make good use of the opportunities which the fleet enlargement offers, and to strengthen our position as the market leader in the European chemical tanker trade.

The ships we have taken over meet the high demands we, as the market leader, set ourselves in terms of quality and performance. Some of the vessels have passed and others are approaching the age limit of 20 years that customers stipulate. However, due to the vessels' excellent technical condition and the fact that they are built and designed for a considerably longer life expectancy, we feel there is no need to contemplate selling or scrapping these ships yet.

We hope to convince our customers that employing these vessels up to the age of 25 years will not be any reason for concern. We will not compromise on any of our safety standards.

Yours Eberhart von Rantzau

Bird's-eye view of the landmark building "Essberger Haus" on Altona's famous road Palmaille. To the right, the steel-and-glass main office built in 1967

Historic headquarters refurbished

The former "Palais Baur" dates back to the year 1805 and is now carefully being restored, step-by-step

Palmaille 35-49 in Hamburg-Altona is where the Deutsche Afrika-Linien/John T. Essberger Group has been located since 1936. In 1967, an additional, modern, four-storey – later six-storey – administration building was erected in the park, directly next door. Both are listed buildings. The representative white historic building with its arcade of columns on its southern side was built in 1805 as a private residence for Altona merchant and banker Georg Friedrich Baur (1768-1868) in a classicism style and designed by Danish architect Christian Frederik Hansen. Palais Baur thus became the Essberger Haus, which was more or less thanks to a coincidence. John T. Essberger and his wife Elsa Essberger, acquired Palais Baur in 1936 in a very bad condition. During the Nazi era, plans were already in place to demolish all the historic buildings on Palmaille to create a spacious parading area. The start of WW2 ended theses plans, but when Essberger took over the villa, it was in ruins. With great care and an eye for detail, he restored the building back to its former glory. Today most departments of the Group are in the newer building, and the historic building now houses conference rooms, as well as the IT and Insurance departments.

Both buildings are maintained and currently being restored. Following fire damage in 2006, substantial restoration work was necessary in the newer building. The Palais is currently likewise being refurbished step-by-step. Both buildings were repainted in the last few years and the parquet floors overhauled. This year, in close collaboration with the monument preservation authorities, all the windows and frames were replaced with heat-protection safety glass and fitted with burglar alarms. The work required a lot of coordination to prevent our day-to-day operations being disrupted too much, but thanks to our Facility Management team, everything went smoothly. Next year, work will start on the facade facing the road, – one of the busiest through roads connecting the western part of Hamburg and the inner city.

Both buildings and the park on Palmaille are an architectural gem in Hamburg, especially if you consider how heavily Hamburg was bombed during WW2.

Synergy

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burg office. Three positions in Operating were filled in May and June with Tim Schwasta, from Vopak Agencies, Dorina Wichern and Kristin Päuser, who was previously in the Crewing department and is therefore familiar with the fleet and its crews. In Chartering, brokers Maximilian Schüller from Paris and Malte Willer from Stolt Nielsen, Rotterdam, joined the group. Jan Hammer: "This is a young but experienced and highly motivated team. Good people with a good spirit, exactly what we were looking for."

Kristin Päuser and Dorina Wichern, Operations

Maximilian Schüller and Malte Willer, Chartering

Order of Merit for Annette von Rantzau

Melanie Leonhard, Senator for Labour, Social Issues, Family and Integration, with Annette von Rantzau (left), and with her husband Heinrich and her sons Georg Maximilian, Christian Albrecht, David Risch and Johann Heinrich (right)

On 21 June, in the Tower Room of the historic town hall of the Free and Hanseatic State of Hamburg, Annette von Rantzau was awarded the Cross of the Order of Merit of the Federal Republic of Germany. This highest German order of merit, of which there are various classes, was presented to her by Melanie Leonhard, Senator for Labour, Social Issues, Family and Integration and Chairwoman of the Social Democratic Party of Germany (SPD) in Hamburg. Annette von Rantzau, wife of Managing Owner of the DAL/JTE Group Heinrich von Rantzau, was awarded for her many years as Assistant Chairwoman of Hamburg's German Red Cross and as a member of the Integration Council of Hamburg's Legislative Assembly, and in particular for setting up and running the renowned boarding school Schloss Rohlstorf and the affiliated interdenominational Annette-von-Rantzau-Gemeinschaftsschule for boarding school children and children from the rural area where the school is located. The school and boarding school are based on reform-pedagogical principles, which strongly take into account the individual well-being of the children. The boarding school's motto is: "We like you the way you are". Annette von Rantzau herself is also a successful teacher and worked in this profession for many years. The school was vastly extended last year and is located on the von Rantzau's family country estate.

Charity for Africa with Patricia von Rantzau

Patricia von Rantzau addressing the guests on the occasion of the charity event at Weißes Haus (left), members of the "Lola's Children" foundation Annecke Hauschildt, Sister Faustinah, Yvonne Struwe and Patricia von Rantzau (right)

A Future for Lola's Children" is the name of a charity founded in Hamburg, which is collecting money for the construction of an orphanage plus sickbay, run by Catholic nuns for AIDS orphans in Zimbabwe. When Sister Faustinah, head of the orphanage, visited Hamburg, Patricia von Rantzau and Yvonne Struwe invited her to a charity evening held on 13 June at Weißes Haus, a property on Elbchaussee owned by the von Rantzau family. Around 80 guests attended the interesting programme. After host Patricia von Rantzau welcomed and introduced the event, Sister Faustinah, who herself comes from a village near the Victoria Falls, described her daily work with the children, who are often badly traumatised. In this remote region, there are currently no medical facilities whatsoever. A sickbay is now to be built from the donations collected by the charity.

The chairwoman of the organisation in Germany, Yvonne Struwe, assured everyone that all donations flow into the project one-to-one, because all the members of the charity are unpaid volunteers.

The event at Weißes Haus was rounded off with a cultural programme. Clemens von Ramin read from the novella "The Little Prince" by Antoine de Saint-Exupéry, Sae-Nal Kim accompanied the evening with a piano recital.

Dr Eberhart von Rantzau hosted a meeting of the Afrika-Verein der deutschen Wirtschaft in the DAL office on 23 April. Also attending: Mr Andreas Krüger (MD APK Worldwide Courier), Mr Andreas Berger (Chief Regions Allianz Global), Dr Eberhart von Rantzau, Dr Stefan Liebig (Chairman, MD Conjuncta), Dr Martin Güldner (Deputy, MD GOPA) and Frank Nordmann (GM Grimme Landmaschinen)

Essberger Purchasing team – a strong partner to the colleagues out at sea

Jennifer Schlemeier, Dirk Kornblum, Elke Münsterberg, David Cutshaw, Gundula Grzybowski, Torsten Elvers

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This includes all relevant details in the order. With an eye on the sailing schedule, the purchasers place the orders with the freight forwarder, who in turn starts by consolidating the orders and issuing the shipping documents. The forwarder then also contacts the agent to coordinate delivery on board.

Due to new customs regulations effective since 2018, the forwarder needs up to 72 hours notice for potential customs inspections before the goods can be delivered. Another factor he has to bear in mind is that in most ports provisions can no longer be delivered by truck, i.e. from shore, but now have to be delivered by barge. As a result, the transport costs have risen substantially, and so the purchasers try to accommodate as many orders in one delivery as possible.

The requisitions are compiled on board with the help of a computer programme called "Task Assistance". The Technical Purchasing department works with the same programme to send off inquiries and then to place the orders. In their requisitions, the ships also state their remaining stock on board to thus make sure there are always sufficient spare parts and consumables on board and no shortages occur.

The vessels need to be supplied every four to six weeks. All our chemical tankers sail along the ARA range (Amsterdam, Rotterdam, Antwerp), and the dry cargo fleet sails to Asia (Shanghai, Singapore), where it can easily be stocked up. This is how the ships get everything they need. But what is even more important is that the crew gets what they need: their provisions.

JTE has a catering agreement with Hamburg-based, globally operating HMS Hanseatic Marine Services. The captains can order their provisions through HMS's own software programme, a copy of the order is sent straight to our Purchasing department. It is becoming increasingly more important to serve a healthy and balanced diet on board. The cooks are supported in this by HMS and MCTC Marine Ltd. Cyprus's software programme.

On board the DAL/JTE ships are mainly seafarers from the Netherlands, Poland and the Philippines, and their tastes differ. Typical Dutch products are Bitterbal ragout balls, Kroket ragout rolls, Frikandel meat rolls and Gouda cheese. The Poles like a bit more meat and sausage: Szynka Gotowana ham, Cracow and Kabanos Polish sausage.

The Filipino seafarers prefer pork, salted dry fish, mang tomas sauce and hot sauces. On some ships, the cook draws up a weekly menu and hangs it up on the notice board. "The captain ultimately decides what provisions are ordered, because he must stick to a certain budget," says Jennifer Schlemeier. "There's an additional budget for Christmas and New Year's Eve, and this is mostly used for specialities such as roast duck, suckling pig and chocolate."

HMS and their contracting partners know we have high quality standards and that they must meet them. Nonetheless it has happened that the delivered provisions didn't meet our expectations. In such cases, the captain can contact HMS directly to make a claim or he contacts the Purchasing Manager and Jennifer Schlemeier deals with the incident. Claims are handled by HMS immediately and in the next port, at the latest, the non-compliant goods are exchanged. If there are frequent claims regarding a specific supplier and there is no improvement in sight, this supplier can be blacklisted and will not be allowed to supply to JTE's fleet anymore.

The Crewing department is responsible for training the cooks. They're trained in Manila and often come with relevant experience from a previous job, for example in the hotel industry. By the way, as of summer 2018 the food will be served on Essberger-own china adorned with the company's logo. So much luxury almost makes you think of some sort of hotel.

For everyday needs, such as toothpaste and soap, sweets or the occasional beer or bottle of wine, the captain maintains an own store on board, where the crew can shop at own expense.

Jennifer Schlemeier, born in Berlin and Head of Essberger Purchasing for three years now, gained working experience with shipowners such as Egon Oldendorff and DS Schiffahrt, doesn't just follow these issues on her computer, she also visits the fleet at least six times a year, where she tests the food, checks the galley, and the storeroom where the provisions are kept.

One thing she has learned during her career is: "Save on provisions? No, that jeopardizes the morale on board."

Chef Garcia and galley crew: ship-shape on tanker "Elsa Essberger"

Terrace of the Pan Pacific Hotel Manila on 18 April: prior to departure we see the last gathering of the obviously relaxed members of the seminar

Seminars assist seafarers to cope with the challenges of running a ship

Lectures, discussions, exchanging experience, getting to know each other – and having a little bit of fun too

Demands on crews are increasing. That particularly applies to those on board chemical tankers. Complying with international regulations; constantly monitoring increasing environmental and safety requirements; keeping up with the latest technological developments; higher volumes of traffic; competition forcing shipowners to maintain strict cost management; crews from many different nations living on board together; occupational safety in times of shipping crises; communication problems between staff on shore and at sea; long working days; and great distance between them and their families: for officers and crews these problems are nothing new. But now "Big Brother" is watching them 24 hours a day and records even the smallest mistakes.

Essberger Shipmanagement and its Crewing department are aware of these challenges and therefore try to be of as much assistance as possible and offer excellent training. A central part of this is the annual five in-house seminars organised by Essberger Shipmanagement, held regularly for captains, officers and ratings.

The captains and officers of the chemical tanker fleet meet twice a year for a three-day seminar in the remote and beautifully located Hotel Sudermühlen on the outskirts of Hamburg. In lectures and discussion rounds, the participants are informed on what's new by Essberger's own staff and also by external experts. During their free time, the land- and sea-based staff can get to know each other better and exchange experiences and opinions. The highlight of these seminars is a festive dinner with the two Managing Owners of the company: Dr Eberhart von Rantzau and Heinrich von Rantzau, who are accompanied by their wives on this occasion. Here the participants have the opportunity to speak to the Owners personally. During dinner is also the time when the company's Loyalty Awards are handed to long-serving members of staff.

After the seminars, an extensive screening process takes place, in which the quality, results, wishes, suggestions and complaints about the structure of the events are collected.

From Hamburg to Sudermühlen and Manila: it's always helpful to join a seminar

The seminars are not just about transferring know-how and evaluating recent incidents but also about team building and getting to know each other, and about respect and trust. In addition, the captains and officers of the fleet are invited to the annual Christmas party held at the company's headquarters in Hamburg, in particular our Dutch colleagues. For the large number of Eastern European colleagues, a big Christmas party is hosted in a special location in Poland, to which their families are invited, too. Twice a year, three- to five-day seminars take place for our Filipino officers and ratings of the chemical tankers and dry cargo vessels. For this, management members from Hamburg travel to Manila. The content and aim of the seminars are similar to that of the Sudermühlen events and also include the Loyalty Awards. The company also hosts a special Christmas party for the Filipino crews. The fifth seminar is for the Eastern European officers on our dry cargo vessels. For this, the participants meet at the company's head office in Hamburg.

The content and results of the respective seminars are compiled in the form of presentations on a memory stick handed over at the end of the seminar, thus making them available to the crews on board, too. Essberger Ship Management's experience with these seminars has been good. However, it means that the contents and itineraries have to be constantly revised. Suggestions from all participants are expressly welcome.

Whereabouts

July 2018

Ship's name	Master	First Mate	Chief Engineer
Alcedo	Adolph Kamphuis	Marcin Szajdecki	Serge Van Der Pol
Amalie Essberger	Piotr Bes	Juris Jurionas	Vitaliy Kolesnyk
Anneliese Essberger	Jan Buisman	Rik Bolwijn	Teunis Oskam
Annette Essberger	Thierry Micha	Els Impens	Roel Tichelaar
Ardea	Arnoldus Van Groenestijn	Marcus Klein	Oebele Kooistra
Caroline Essberger	Nicolaas Bruinsma	Gerben Bosscher	Sipke Steenbergen
Christian Essberger	Krzysztof Niedzielski	Mateusz Borysewicz	Miroslaw Jaworski
Dutch Aquamarine	Gerardus Wijnands	Krzysztof Maniecki	Hendrik Van Schoonhoven
Dutch Emerald	Louis Kint	Dominik Kazior	Hendrik Berg
Dutch Faith	Sander De Bos	Chris De Boer	Jan Sonneveld
Dutch Spirit	Nicky Nicolaas Petrus Burger	Martins Taurins	Geert Sap
Eduard Essberger	Gocha Bezhanidze	Antonio Jr. Ocampo	Marcin Prena
Ellen Essberger	Adam Krzyzykowski	Adrian Kuzmicz	Oleksandr Samusenko
Elsa Essberger	Lukasz Antczak	Grzegorz Kakol	Lukasz Zeromski
Georg Essberger	Jose Teixeira	Piotr Adamski	Tomasz Kozlowski
Gisela Essberger	Dariusz Swierkosz	Maksim Naumcik	Artur Kazimierz Gzella
Johann Essberger	Relu Tiripan	Jaroslaw Krok	Ryszard Topolewski
John Augustus Essberger	Jaroslaw Spors	Arkadiusz Duczynski	Valeriy Bashkurov
Koralia	Yudo Wiropati	Bryan Magdula	Danilo Jose
Liesel Essberger	Antonio Petinga	Daniel Szarzynski	Leonid Volkov
Lisa Essberger	Stephanus Frerichs	Mark Van Den Heuvel	Arnoldus Eland
Lucy Essberger	Albert Ten Wolde	Roger Oenema	Stefan Kluijfhout
Maersk Launceston	Jaroslaw Maciuk	Rafel Nones	Jacek Wojcicki
Patricia Essberger	Grzegorz Klepacki	Marcin Harasim	Herbert Farkas
Philipp Essberger	Zarko Boko	Roman Rybin	Vitor Belo
Ubena	Eugeniusz Naciuk	Vladimir Lobov	Costica Tuca
Ulanga	I. Cioban	Ruslan Blazhyyevsky	Piotr Turski
Ursula Essberger	Cornelis Lodder	Eriks Ciblis	Marinus Kroon
Wilhelmine Essberger	Jan Ten Wolde	Cornelis De Snaijer	Johan De Jong
Selinda (under new management)			
Swakop (under new management)			
Zambesi (under new management)			

Aus der Reederei-Familie

Jubiläen

10 Jahre

Herr Mareks Satkovskis, *C/O*, 22.06.2008
Herr Miroslaw Czaja, *2/E*, 02.07.2008
Herr Stephan Prieß, *Ship Management*, 01.08.2008
Herr Pawel Wieclaw, *2/E*, 14.08.2008

25 Jahre

Herr Gerrit Haller, *DALSA Hamburg*, 01.08.1993

Besondere Geburtstage

80 Jahre

Herr Bernhard Freund, 05.06.1938
Herr Jürgen Glißmann, 25.06.1938
Herr Werner Lüdtke, 07.08.1938

75 Jahre

Herr Werner Böhmer, 22.07.1943
Herr Hans Jürgen Schmidt, 24.07.1943

65 Jahre

Frau Annaluise Völckner, *Accounting*, 09.06.1953
Frau Ingrid Shum, *Accounting*, 19.06.1953
Herr Henning Bosum, *DALSA Bremen*, 09.08.1953

60 Jahre

Herr Edgar Dumagat Sanissit, *AB*, 16.07.1958

50 Jahre

Herr Kai Nothdurft, *IT*, 12.06.1968
Frau Alexandra Hansen, *Crewing*, 22.06.1968
Herr Thorsten Mortzfeld, *Liner Accounting*, 25.06.1968
Herr Oebele Kooistra, *C/E*, 26.06.1968
Herr Jan Lisowski, *2/E*, 04.07.1968
Herr Johan De Jong, *C/E*, 10.07.1968
Herr Rudolf Gabriel, *Facility Management*, 23.07.1968
Herr Gero Bordewieck, *Dry Cargo*, 19.08.1968
Herr Michael Saß, *IT*, 25.08.1968

Neue Mitarbeiter an Land

Herr André Rimmel, *Ship Management*
Frau Laura Risso, *Crewing*
Herr Tim Schwasta, *Essberger Tankers*
Herr Maximilian Schüller, *Essberger Tankers*
Herr Malte Willer, *Essberger Tankers*
Frau Claudia Ziehm, *Crewing*

In den Ruhestand traten

Herr Josef G. Stingl, *TOS Singapur*, 30.06.2018
Herr Reinhard Brüggen, *IT*, 30.08.2018

Wir gratulieren zur Geburt eines Kindes

Brit Röttger – Sophia Katharina (25.02.2018)

Geheiratet habenw

Katja Dauge (11.05.2018)
Svenja Behnke, geb. Grünke (08.06.2018)
Katharina Fletcher (07.07.2018)

Wir gedenken

Herrn Günter Matzot (85 Jahre)
März 2018, ehemals DAL

Herrn Norbert Bellstedt (86 Jahre)
April 2018, ehemals DAL

Herrn Harald Mahlow (90 Jahre)
Mai 2018, ehemals DAL

Winning and losing in 32 degrees Celsius

Back row (from left to right): Fredi Lühr (DAL Trades), Lars Klamt (apprentice), Philipp Wöhler (ECS), Mark Landau (Hammonia Travel Agency), Dietrich Wulff (SSHEQ), Mate Turcinov (SSHEQ), Andrej Konov (Ship Management). Front row (from left to right): Leif von Hacht (Essberger Tankers), Thomas David (Ship Management), Godwill Sarpey, Sascha Timmann, Max Meyer-Loos (apprentices)

The heat was on at the 6th Jotun Penguin Cup, a soccer tournament with 12 teams from Hamburg shipping companies. The DAL/JTE Group was represented by the "Essberger Team", runners-up of the 2017 tournament. The event at the "Adolf-Jaeger-Kampfbahn" in Hamburg-Altona was set for a round-robin system in two groups with playing time of 11 minutes per game on a half-size soccer field. Each team could have a maximum of 6 field players plus goalie and an additional female player, if provided (Fredi Lühr for Team Essberger). In fair weather but under extreme temperatures of 32 degrees Celsius "Team Essberger" showed mixed results but was proud to take a draw against last year's winner, the semi-professional team of "TB Marine Shipmanagement", again winning the 2018 tournament. Despite strong efforts "Team Essberger's" road to success ended in a 0:1 defeat against Hammonia Shipping achieving a 4th place overall. The "DAL Fußballgemeinschaft", part of the Group's work-life-balance programmes, was established in 1970 and still actively meets Tuesdays at 18:30 h at Teutonia Football Club, almost in walking distance of head office.

Participants: DS Tankers, Happy Feet (Jotun), TB Marine Shipmanagement, Wallem Warriors, Oldendorff Terriers, Essberger, DAL Allstars, Reederei Nord, Ahrenkiel Warriors, Hammonia Shipping Goalgetters, Anglo Eastern and Team MACS.

Taste of life in the maritime sector

Neil Carrick, Branch Manager DAL Agency Cape Town, writes: We had the pleasure of providing some hands-on exposure to Mr Bongani Myeki and Mr Salmon Angombe from the Lawhill Maritime School in Simons Town on 22 June. They are both students from Simons Town High School that have selected Maritime Studies as one of their subjects. There is a programme at Lawhill that allows the student to get a taste of life in the maritime sector. They had exposure in both the export and import environments followed by sessions with Karen on reefer capacity and allocation. I looked after the sales, commercial and financial aspects of agency life.

Students Bongani Myeki and Salmon Angombe with DAL Agency team Cape Town

We trust this gives the two young lads a taste of possible careers and what liner shipping and agency is all about. Everybody in the office enjoyed the time with the two lads. Would like to thank my team for your contributions today. Well done, guys and gals! They walked out of this office bright-eyed and bushy-tailed with a few customer handouts.

Thank you, David McCallum, for the opportunity to participate with Lawhill. A small way to give back to others that wish to pursue this career.

Facts and figures on current charter rates

Short Sea Markets	2014	2015	2016	2017	3/18	4/18	5/18	6/18
Containerships ($/Day, 6-12mth TC)								
Feeder, 1,000 teu grd.	6,396	7,250	6,550	6,142	7,800	8,400	8,500	8,500
Feeder, 1,700 teu grd.	7,313	8,842	6,804	7,242	10,100	10,800	10,850	10,750
Feeder, 2,000 teu g'less	6,933	8,483	6,221	7,154	9,250	10,000	11,000	10,750
Feeder, 2,750 teu g'less	7,425	9,563	6,000	8,800	10,500	11,300	11,900	12,100
Narrow Beam, 4,400 teu g'less	8,771	11,817	4,979	7,692	10,000	12,000	13,300	13,550
Intermediate, 6,800 teu g'less (eyr TC)	24,667	22,750	13,208	15,229	18,700	19,250	19,250	19,250

Charter rates for small container vessels in the Essberger Dry Cargo range

Handysize Tripcharter...	2016	2017	2018	Jun 01	Jun 08	Jun 15	Jun 22	Jun 29
Cont/ECSA	4,689	6,457	7,750	7,750	7,750	7,750	7,750	7,250
Cont/USEC-USG	4,771	6,543	7,231	7,750	7,750	7,750	7,750	7,250
ECSA/Cont	6,731	10,726	11,529	9,500	9,500	10,000	10,250	10,000
USEC-USG/Cont	7,011	9,308	10,625	9,000	9,000	9,500	9,500	9,500
SEAsia/Australia R/V	4,336	7,106	8,185	8,500	8,500	8,500	8,500	8,400
Transpasific R/V	4,689	6,899	8,008	8,250	8,250	8,250	8,250	8,250
Average Handysize Earnings	5,371	7,840	8,787	8,458	8,458	8,625	8,667	8,442

Charter rates for bulk carriers in the Essberger Dry Cargo handysize range

For more information on the **DAL/JTE Group** please contact Svante Domizlaff, tel: +49 (0)40 38016-611, email: svante.domizlaff@rantzau.de or the German head office
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"Our staff has the right attitude"

DAL Agency (Pty.) Ltd is celebrating its 10-year anniversary. We had a chat with Chris Strydom of the Durban team

DAL Agency team Durban. Back row: Moghani Pillay, Lizzy Masilela, Yadathree Naidoo, Janine Green, Logan Pillay, Suzette Jordaan, Rakhee Sookdeo, Thandi Gumede; front row: Clinton Manikkam, Christopher Strydom and Michele Diamond

DAL/JTE News spoke with Christopher Strydom, a member of the starting team and now Branch Manager of DAL Agency (Pty) Ltd. in Durban, the biggest and most important harbour in South Africa.

DAL JTE/NEWS: Chris, you've been working for DAL Agency right from the start. What line of business were you in before?

STRYDOM: After I finished school I was offered a bursary to study in the engineering field. I completed this and spent 10 years in this industry before I got involved in shipping. In 2005, I was recruited by the Sharaf group, where I entered into a commercial role for various principals. DAL was one of them. In 2008, when DAL Agency was created, those of us who worked and dealt with DAL within the Sharaf group were offered the opportunity to come across to the newly founded agency in South Africa.

DAL/JTE NEWS: Who are you working with now?

STRYDOM: I have three teams: Import Team Leader is Clinton Manikkam. He's been a clearing and forwarding agent for eight years. Yadathree Naidoo joined the Sharaf group in 2003 and came across to DAL Agency with me in 2008. And so did Moghani Pillay, who has 25 years' operational knowledge of imports. Logan Naidoo joined the Import department two years ago. Logan was previously with a ships agent for 17 years. Lizzy Masilela was a student and so we employed her when she had finished her studies. My Export team is run by Team Leader Michele Diamond. Michele was previously one of our customers! She brings with her 18 years of clearing and forwarding knowledge. Rakhee Sookdeo has been with us for two years now. Finally, we have Thandi Gumede. She did her learnership with DAL in the organisation. My commercial team consists of Janine Green as well as Suzette Jordaan: Janine joined DAL in February 2013, after spending 23 years with one of our competitors, Suzette started with DAL Agency from the beginning. I feel very fortunate to have such a great team with me here in Durban.

DAL/JTE NEWS: Is it hard to find well-educated junior staff for your office?

STRYDOM: Fortunately, we have been participating in learnerships since 2010. They are sponsored by the government, and the initiative is called "Operation Phakisa" and allows for the development of young students who wish to enter the maritime industry. Since 2010 we have hosted learners. So, if we cannot find suitable candidates, we "grow" our own.

DAL/JTE NEWS: Durban is the biggest and most important harbour in South Africa. What kind of goods get imported and where are the goods mainly going to?

STRYDOM: Approximately 18.5% of South Africa's imports come from China. The commodities being electronic equipment, machinery, footwear, plastics, clothing, organic chemicals, knitwear, etc. Imports from Germany make up approx. 11.6% of our total imports. The commodities being vehicles, machinery, electronic equipment, plastics, medical technical equipment, pharmaceuticals. America is next, accounting for approx. 6.6% of our imports, and then India accounting for about 5% of our imports. This is based on revenue and not TEU. Much of the cargo that is discharged in Durban is destined for Johannesburg, although more and more we are seeing C&F agents setting up warehouses in Durban and offering distribution to their customers overland.

DAL/JTE NEWS How about export?

STRYDOM: South Africa shipped US$ 89.5 billion worth of goods around the globe in 2017, down by -5.9% since 2013 and up by 20.8% from 2016 to 2017. South Africa's largest export destination is China, which amounted to $8.6 billion or 9.6% of its overall exports. These items include ores, slag, ash, iron and steel, mineral fuels including oil, wool, woodpulp, copper, fruits, nuts to name a few. South Africa's third largest export market is Germany. Here we export vehicles, precious gems and metals, machinery, ores, chemicals, iron and steel, beverages, mineral fuels and aluminium. We also ship a lot of fruit and nuts to Germany.

DAL/JTE NEWS: What are you doing better than your competitors?

STRYDOM: I believe it is our staff who have the right attitude. Attitude is very important. I also believe that around the country, all DAL Agency employees have a sense of belonging to a team and we are all committed to make DAL successful.

DAL/JTE NEWS: Is it possible to expand the service of the Agency network, for example by entering new logistics fields?

STRYDOM: Yes, it is, but we must be mindful of where we expand the services we offer and be very strategic about it. We currently offer services such as ships husbandry as well as over-border transport.

DAL/JTE NEWS: Durban is a very expensive harbour in comparison to other international harbours. Are you satisfied with its general performance?

STRYDOM: Improving ship turnaround times, implementing a scheduling system to alleviate crippling truck congestion at the Durban Container Terminal (DCT) would certainly bring improvements. Ship turnaround times at DCT need to be improved significantly. There has been some improvement and this is positive for Durban. It is known that ship working hours are a function of people, planning, equipment and land space utilisation. Equipment reliability is a critical element and an improved maintenance strategy that includes scrapping and replacing equipment that could not be properly maintained has been introduced by TPT. Another critical area where efficiencies need to be improved is truck turnaround times within the DCT.